All Leading Brands AGENTS FOR ELLIS COHN SEGAR CO. LA BONDAD" Direct Monthly Shipments of Manila Segars ND AT TAMPA, FLORIDA (ELLIS COHN, SOLE OWNER) MENDEZ & CO.'S "ATINCUB Segars, Tobaccos and Smokers' Articles "PETROVA" "LA MICOSA" WHOLESALE AND RETAIL HIGH GRADE PHILLIPINO SEGARS TELEPHONES HOME 64321 535 SOUTH SPRING STREET BRANCH 215 W. 5TH STREET LOS ANGELES, CAL. 192 Mr. Chas F. Luminio Hey dear Iller. Tumis Your letter receved Ed year idea is certainly inspiring I wish ged good luck ne gover undertakte Ed there is not a doubt in ney mend That your book will be a Africas. Je gowr order blanks. That this will find you feeling much better Kensen Sincerelly, your greech (P. S.) Here is another order for one. neore book for K. B. Cursta P.O. Box 995 Tampa Ilvida a vory good fresent of mine who maker five Nabana segas for us at Tampa Florida the one is paid for Those the money

October 27,1923.

Mr. Ellis Cohn, 535 So. Spring Street, Los Angeles, Cal.

Dear Ellis:

Thanks heartily. I have filed your orders, including that for Mr. K. B. Guesta; and you shall have the books as soon as they come from the printers; which will be in a few weeks.

I enclose more order blanks, as you suggest.

I have great confidence in your judgment; and it seems to be borne out in this case. Already, in less than two weeks the orders sent in in advance of publication amount to nearly 400 of the first edition of 1,000 - which begins to look as if I'd have to double the edition before it is printed.

I hope the Old Timers especially will be interested in this sort of thing - as it seems to me they ought to be.

With best wishes,

Always your Friend,

CFL/R Encs.

6 Blanks Sent